

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 EA-12 ISO-00 ERDA-07 AID-05 CEA-01
CIAE-00 DODE-00 EB-08 FEAE-00 FPC-01 H-02 INR-07
INT-05 L-03 NSAE-00 NSC-05 OMB-01 PM-05 USIA-15
OES-07 SP-02 SS-15 STR-04 TRSE-00 ACDA-10 SIG-02
/130 R

DRAFTED BY COM/OEP/JPDEMETROPS/EHM
APPROVED BY EB/OCA/CD/REDAY
COM/OEP/OPDRURY (DRAFT)
COM/OEP/RWILBOURN (DRAFT)
COM/OIM/RGARNITZ (DRAFT)
USERDA/ICD/DHARVEY (DRAFT)
OES/NET/IM/MPROCHNIK (DRAFT)
STATE/EUR/RPE/RLAMANTIA (DRAFT)
STATE/EA/EP/DSTEBBING (DRAFT)
EB/FSE/WRAMSAY

-----129822 311737Z /50

R 311343Z AUG 77
FM SECSTATE WASHDC
TO AMEMBASSY BONN
AMEMBASSY BRUSSELS
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY LONDON
AMEMBASSY PARIS
AMEMBASSY ROME
AMEMBASSY STOCKHOLM
AMEMBASSY TOKYO

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E.O. 11652: N/A

TAGS:ENRG, GE, XG, JA

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SUBJECT: POST COMMENTS ON DEPARTMENT OF COMMERCE/ERDA
INTERNATIONAL TECHNOLOGY SHARING PROGRAM

1. THE USDOC OFFICE OF ENERGY PROGRAMS CONDUCTS PROGRAMS
TO INCREASE THE ENERGY EFFICIENCY OF U.S. BUSINESS. OEP
WORKS WITH OTHER GOVERNMENT AGENCIES AND INDUSTRIES TO HELP
ESTABLISH EFFECTIVE PROGRAMS FOR THE CONSERVATION OF ENERGY

RESOURCES. AN IMPORTANT PART OF THESE ACTIVITIES IS AN INFORMATION PROGRAM, EMPLOYING VARIOUS TECHNIQUES, TO COLLECT AND DISSEMINATE COMPARATIVE DATA AND TECHNOLOGY IN ORDER TO KEEP BUSINESS INFORMED ABOUT METHODS OF CONSERVING ENERGY.

2. SINCE MANY OF THE WORLD'S INDUSTRIALIZED COUNTRIES HAVE HISTORICALLY HAD HIGHER ENERGY COSTS THAN THE UNITED STATES, THEY HAVE, OVER A LONG PERIOD, DEVELOPED CONCEPTS, METHODS OF OPERATING, PROCESSES, PRODUCTS, MACHINERY AND EQUIPMENT THAT ARE IN SOME CASES MORE ENERGY EFFICIENT THAN THEIR COUNTERPARTS IN THE UNITED STATES.

3. THE OEP IN CONJUNCTION WITH THE ENERGY RESEARCH AND DEVELOPMENT ADMINISTRATION (ERDA) IS IN THE PROCESS OF IMPLEMENTING A PROGRAM TO OBTAIN INFORMATION, ON A REGULAR BASIS, ON EXISTING FOREIGN TECHNOLOGY, PRODUCTS,

PROCESSES, EQUIPMENT AND MACHINERY WITH UNUSUAL OR UNIQUE ENERGY EFFICIENCY FEATURES. THE ULTIMATE OBJECTIVE OF THE PROGRAM IS TO IMPROVE THE ENERGY EFFICIENCY OF U.S. INDUSTRY BY INFORMING AMERICAN BUSINESSMEN OF ENERGY EFFICIENT EQUIPMENT AND PROCESSES IN USE OR AVAILABLE IN FOREIGN COUNTRIES. WHERE PROMISING VENTURES ARE IDENTIFIED, THEY WILL BE BROUGHT TO THE ATTENTION OF INTERESTED U.S. BUSINESSMEN WHO MAY THEN CONTACT THE FOREIGN MANUFACTURER DIRECTLY FOR POSSIBLE LICENSING, UNCLASSIFIED

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JOINT VENTURE FOR U.S. MANUFACTURE, OR OTHER COMMERCIAL ARRANGEMENT.

4. BASED ON PRIOR DISCUSSIONS OF THE PROGRAM WITH OEP STAFF AND SEVERAL EUROPEAN COMMERCIAL OFFICERS, SCIENCE AND TECHNOLOGY ATTACHES AND FUEL AND ENERGY OFFICERS, IT IS ANTICIPATED THAT AN INITIAL DATA SURVEY NECESSARY FOR THE OPERATION OF THE PROGRAM WILL BE CONDUCTED BY PRIVATE CONTRACTORS REPORTING TO THE OEP THROUGH THE RESPECTIVE POSTS IN THEIR AREA. COMMERCE IS ALSO INTERESTED IN POST SUGGESTIONS ON POSSIBLE ALTERNATIVES TO USING PRIVATE CONTRACTORS TO GATHER DATA. RELIABLE INFORMATION MAY, FOR EXAMPLE, BE AVAILABLE FROM EXISTING FOREIGN GOVERNMENT AND PRIVATE SOURCES.

5. THE OEP IS INTERESTED IN TESTING THE FEASIBILITY OF THE PROGRAM IN A LIMITED GEOGRAPHICAL AREA. ADDRESSEE POSTS WERE CHOSEN AS BEING THE MOST PROMISING AREAS FOR INITIAL CONSIDERATION. IT IS ENVISAGED THAT SEVERAL SMALL CONTRACTS WILL BE ESTABLISHED TO COVER A SPECIFIC GEOGRAPHIC AREA TO TEST THE POTENTIALITY OF THE PROGRAM.

6. THERE ARE TWO APPROACHES CURRENTLY UNDER ACTIVE CONSIDERATION BY THE OEP, AND POST'S COMMENTS AND SUGGESTIONS ON THE FEASIBILITY, RELATIVE MERITS AND POTENTIAL PROBLEMS OF EACH APPROACH WOULD BE APPRECIATED.

7. ONE APPROACH WOULD BE TO HAVE CONTRACTORS THOROUGHLY EXAMINE ONE OR MORE SPECIFIC ENERGY INTENSIVE INDUSTRIES IN SOME DETAIL (THE GLASS, ALUMINUM, AND PULP AND PAPER INDUSTRIES ARE THREE WHICH MIGHT BE CONSIDERED) AND TO IDENTIFY ENERGY EFFICIENT PROCESSES, TECHNOLOGIES, ETC., IN THESE INDUSTRIES. FOR EXAMPLE, THE FOCUS MIGHT BE ON MORE EFFICIENT FURNACES AND PROCESSES IN GLASS MANUFACTURING. THE DATA GATHERED WOULD THEN BE DISTRIBUTED TO U.S. INDUSTRY OFFICIALS TO ENCOURAGE UNCLASSIFIED

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LICENSING OR OTHER AGREEMENTS NECESSARY FOR ADAPTATION OF THE PROCESSES BY AMERICAN MANUFACTURERS.

8. THE SECOND APPROACH UNDER CONSIDERATION WOULD REQUIRE GEOGRAPHIC AREA (LIKELY TO BE ONE COUNTRY) FOR REVIEW OF ALL AVAILABLE PRODUCTS AND TECHNOLOGIES WHICH HAVE DEMONSTRATED HIGH POTENTIAL FOR ENERGY SAVINGS AND WHICH ARE NOT IN GENERAL USE IN THE UNITED STATES. THE FOCUS HERE WOULD BE ON PRODUCTS AND PROCESSES THAT ARE CURRENTLY AVAILABLE FOR SALE OR LICENSE. UNLIKE THE FIRST APPROACH THE EMPHASIS WOULD BE ON ITEMS WHICH ARE OF MORE GENERAL INTEREST TO A VARIETY OF U.S. INDUSTRIES. AN EXAMPLE MIGHT BE NEW ELEMENTS IN ADVANCED BURNER CONCEPTS.

9. THE INFORMATION GATHERED WOULD BE BROUGHT TO THE ATTENTION OF U.S. BUSINESSMEN BY MEANS OF A PUBLICATION SIMILAR IN FORMAT TO THE "COMMERCIAL NEWS FOR THE FOREIGN SERVICE." IN EITHER APPROACH CONTRACTORS WOULD BE ASKED TO IDENTIFY INSTITUTIONAL AND OTHER BARRIERS TO TECHNOLOGY TRANSFER.

10. A MEANS OF PROMOTING TRAVEL TO THE U.S. BY GROUPS OF FOREIGN SALESMEN OF ENERGY EFFICIENT PRODUCTS AND TECHNOLOGIES, SIMILAR IN CONCEPT TO THE BUREAU OF INTERNATIONAL COMMERCE'S FOREIGN BUYER'S PROGRAM, IS ALSO OF INTEREST TO THE OEP. GROUPS IDENTIFIED BY POSTS, WOULD BE INVITED TO PARTICIPATE AS EXHIBITORS IN SELECTED U.S. TRADE SHOWS AND EXHIBITIONS OR OEP/ERDA WOULD SET UP, ON A SELECTIVE BASIS, SMALL EXCLUSIVE SHOWS FOR GROUPS WITH ITEMS OF SIGNIFICANT ENOUGH POTENTIAL. A THIRD POSSIBILITY WOULD BE FOR OEP TO ARRANGE TRIPS OF A FEW WEEK'S DURATION, IN UNCLASSIFIED

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COOPERATION WITH INTERESTED TRADE ASSOCIATIONS, TO INTRO-
DUCE THE GROUPS DIRECTLY TO POTENTIAL U.S. CUSTOMERS.

11. IT IS SUGGESTED THAT SCIENCE ATTACHES AND COMMERCIAL
OFFICERS DISCUSS AND JOINTLY COMMENT ON THIS PROGRAM, BY
CABLE, SLUGGED FOR USDOC OFFICE OF ENERGY PROGRAMS. IF A
CONTRACTUAL APPROACH IS SUGGESTED A FORMAL REQUEST FOR
LISTS OF SUGGESTED CONTRACTORS WILL BE MADE. IN THE
INTERIM POSTS MAY, IF THEY WISH, SUBMIT NAMES OF POTENTIAL
CONTRACTORS WITH SPECIAL QUALIFICATIONS IN THIS FIELD.

12. IF IT IS ANTICIPATED THAT THE IMPLEMENTATION OF THIS
PROGRAM WILL REQUIRE SIGNIFICANT PERSONNEL RESOURCES,
STATE AND COMMERCE ARE PREPARED TO REVIEW THE MATTER IN A
COUNTRY COMMERCIAL PROGRAM CONTEXT.

13. REPLIES REQUESTED BY SEPTEMBER 30. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Concepts: INDUSTRIAL PRODUCTION, CONSERVATION, NUCLEAR ENERGY, PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Sent Date: 31-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770315-0239
Format: TEL
From: STATE
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t1977082/aaaaabrg.tel
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Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Classification: n/a
Previous Handling Restrictions: n/a
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1474721
Secure: OPEN
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Subject: POST COMMENTS ON DEPARTMENT OF COMMERCE/ERDA INTERNATIONAL TECHNOLOGY SHARING PROGRAM
TAGS: ENRG, PARM, TGEN, GC, XG, JA, US
To: BONN BRUSSELS MULTIPLE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/1ced5b52-c288-dd11-92da-001cc4696bcc
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22 May 2009
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